

How to Use the Reference Laboratory Services Statewide Contract

Contract #: MED44	Contract Duration: 10/01/12 to 10/31/15
MMARS #: MED44*	Options to renew: One from 11/01/15 to 10/31/16
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This contract contains: Supplier Diversity Office SDO Contractors & Prompt Payment Discount (PPD)	
Last change date: 10/11/12	

Contract Summary

This contract covers Reference Laboratory Testing of medical human lab tests, except cadaver samples, such as lab tests ordered in a hospital that a Purchasing Entity references to an outside commercial laboratory for processing. The products and services available include:

- medical human sample supplies, transport, testing, & result reporting including computer interfacing
- where feasible, vendor retains samples for a min. of seven (7) days for possible retest needs
- phlebotomy services to obtain human samples, additional cost with 2 hour min. – normal \$25/hr., emergency \$50/hr.
- repeat determinations - retest at no charge when results do not, in ordering site's opinion, correlate with the clinical picture
- confirmatory determinations - retest at no charge at mutually agreed lab if ordering site has reasonable cause to question results
- critical value callbacks (reflex testing) – ordering site must be called immediately if a value falls out of norm (critical values)
- the Critical Values List is defined by each ordering site and each ordering site approves reflex test rules
- single source for all billing, monthly summary usage reports provided to requesting facilities
- service available 24 hours a day, 365 days a year – including emergency backup for in-house lab
- specimen pickup normally Monday to Friday - Vendor will accommodate reasonable requests
- STAT specimen pickups available 24 hours a day, 365 days a year, no additional charge for lab test - fixed STAT per pickup transport fee, turnaround time will vary by facility - contact Vendor to discuss if their lab or by arrangement with a local hospital
- technical phone consultation available 24 hours a day, 365 days a year within 30 minutes of request, also on-site laboratory consultation when requested
- test panel and critical values customization
- third party billing - ordering facilities must establish in advance and provide billing information – Mass Health, Medicaid, Medicare are billed @ own rates
- no additional charge for support to a facility's quality assurance program, training/in-servicing including lab manuals and directions: detailing appropriate specimen requirements, describing tests, and sample handling requirements

Benefits and Cost Savings

- Facility can use third party billing of tests and when needed phlebotomy services on a per test basis.
- There are no costs for lab manuals, training, in-service, consults, and industry standard testing supplies.
- Test panels and critical values can be customized at no additional cost.

- Facility Quality Assurance Vendor support at no additional cost.
- Vendor has local, regional, and national experience and exposure.

Who Can Use This Contract?

Applicable Procurement Law: MGL c. 7, § 22; c. 30, § 51, § 52; 801 CMR 21.00

Eligible Entities:

01. Cities, towns, districts, counties and other political subdivisions
02. Executive, Legislative and Judicial Branches, including all Departments and elected offices therein;
03. Independent public authorities, commissions and quasi-public agencies
04. Local public libraries, public school districts and charter schools;
05. Public Hospitals, owned by the Commonwealth;
06. Public institutions of high education
07. Public purchasing cooperatives;
08. Non-profit, UFR-certified organizations that are doing business with the Commonwealth;
09. Other states and territories with no prior approval by the State Purchasing Agent required;
10. Other entities when designated in writing by the State Purchasing Agent.

Pricing and Purchase Options

Purchase Options: Purchases made through this contract will be direct outright purchases.

Massachusetts State Net Price List The net cost of over 900 lab tests are on the Massachusetts State Net Price List under the Quest Diagnostics listing on the Vendor tab in Comm-PASS. The prices will remain fixed October 1, 2012 to October 31, 2015.

Tests not included in the Massachusetts State Net Price List, such as a new test performed in house by the Vendor, will be billed at the same discount as similar tests on the MA State Net Price. The cost of a test not on the MA State Net Price List that is sent by the Vendor to an outside lab will depend on the amount the outside lab charges. Note: If your facility is being impacted by a high volume of such outside tests, ask the vendor to negotiate a volume price with the outside lab.

Delivery: There are no shipping costs, but there is a fixed STAT per pickup transport fee.

Ordering: To ensure contract pricing, orders should include language that makes it clear the order is being placed under SWC MED44.

Vendor List and Contract information

The sole available contractor is listed below. Supplier involvement in any of the following programs will have the appropriate three to four letter code at the end of the vendor listing. Programs include Small Business Purchasing Program (SBPP), Supply Diversity Office Certification (SDO, Formerly SOMWBA Certification), Supplier Diversity Program (SDP, Formerly AMP), Environmentally Preferable Products Program (EPP), and Prompt Pay Discount (PPD):

1. **Quest Diagnostics** (617) 520-8133 , SDP, PPD 3% within 10 days , 2% within 15 days, 1% within 20 days

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Detailed vendor information is available on Comm-PASS www.comm-pass.com, click on the “Contracts” tab, in the Document Number box enter Document Number MED44 (no spaces), click the “Search” button, the page looks almost the same – click on the underlined link “There are 1 Contract(s) found that match your search criteria”, click on the eyeglasses to the right of the MED44 information, click on the “Vendor(s)” tab to see all vendors, and click on the eyeglasses to the right of any vendor of interest for detailed information.

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Summary of Where to Obtain Important Contract Information

To obtain in depth contract information please go to the Comm-PASS (www.comm-pass.com) website, click on “Contracts” then search by document number HSP35 to locate the following contract information:

Contract User Guide	“Forms & Terms” tab
RFR MED44	“Forms & Terms” tab
Purchase Order form	“Forms & Terms” tab
Pricing	“Vendor” tab – bottom of Vendor info page
STAT Pickup Charge	“Vendor” tab – bottom of Vendor info page

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